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ADA American Dental Association

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The Bureau of Economic and Behavioral Research

The 1988 Survey of Dental Practice

General Characteristics of Dentists

TABLE OF CONTENTS

GENERAL CHARACTERISTICS OF DENTISTS
FOR THE YEAR OF 1987

	PAGE
HIGHLIGHTS	1
INTRODUCTION	2
ALL DENTISTS	3
INDEPENDENT DENTISTS	12
SOLO DENTISTS	21
EMPLOYED DENTISTS	29
DENTISTS GRADUATING SINCE 1980	38
METHODOLOGY	46
DEFINITIONS	48
APPENDIX: 1988 SURVEY OF DENTAL PRACTICE QUESTIONNAIRE	50

HIGHLIGHTS

* Approximately 18% of all private practitioners are under the age of 35; roughly half (52.5%) are under the age of 45, while 8.1% are 65 years of age or older.

* Almost two-thirds (63.1%) of current practitioners graduated from dental school since 1965; 35.6% graduated from dental school since 1975, and 14.1% graduated since 1980.

* The solo dentist practice is the most typical size of private practice, comprising 69.8% of dentists in private practice.

* The mean age of all private practitioners is 46.0 years; for dentists graduating since 1980, the mean age is 31.7 years.

* The majority of the nation's private practitioners practice dentistry on a full-time basis.

* Over half, 57.9%, of nonowner dentists graduated from dental school since 1980. Almost three-quarters (71.0%) have graduated since 1975, and 29.0% graduated before 1975.

* Over two-thirds (69.3%) of all dentists reported having an adequate patient load during 1987.

* Specialists in all categories were more likely than general practitioners to operate their own dental laboratories.

* All private practitioners reported high utilization of composite light curing units (83.1%) and ultrasonic or sonic scaling units (76.0%). Approximately one-third reported using computer services.

* About 20% of all dentists worked in rural practices (towns with 20,000 or less inhabitants).

* Two-thirds (66.4%) of private practitioners had offices in professional buildings; 8.5% worked out of their homes.

* All private practitioners reported spending almost 30% of their time in operative procedures.

INTRODUCTION

This report provides descriptive statistics from the 1988 Survey of Dental Practice on the general characteristics of private practitioners in the United States for the year 1987. Some of the areas summarized are age, region (U.S. census), and graduation year distributions. Statistics pertaining to the size of the dental practice, hours spent in the practice on a weekly and yearly basis, use of facilities and equipment, and dental practice location are also reported.

Tables are presented separately for all dentists (private practitioners), independent (owner) dentists, solo dentists, employed dentists, and dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data broken down by general practitioner and specialist status for each of the five categories.

ALL DENTISTS

Of all private practitioners, 18.3% are under the age of 35. Roughly half (52.5%) are under the age of 45, while 8.1% are 65 years of age or older.

Of the nine U.S. census regions, the higher concentrations of private practitioners occur in the Middle Atlantic and South Atlantic regions (16.9% and 19.9%), while the lowest concentrations occur in the West North Central and Mountain regions (4.9% and 5.6%).

Almost two-thirds (63.1%) of private practitioners have graduated from dental school since 1965, but only 14.1% have graduated since 1980.

The most typical size of private practice is the solo practice, with 69.8% of the private practitioners working with no other dentist. A small portion (10.5%) of private practitioners work in a practice with two or more other dentists.

The mean age of all private practitioners is 46.0 years. For male practitioners, who comprise 96.3% of all private practitioners, the mean age is 46.4 years; while for female practitioners, representing only 3.7% of all practitioners, the mean age is 36.7 years.

Private practitioners spend an average of 37.6 hours per week in the practice, 33.4 of which are spent treating patients. The average number of weeks worked per year is 47.9. On an annual basis, 1806.3 hours are spent in the practice while 1607.8 hours are spent treating patients (about 89.0%). Most private practitioners (69.3%) reported that they had at least an adequate number of patients in 1987.

More specialists (27.9%) than general practitioners (8.6%) reported operating their own dental laboratories. Of all private practitioners, 83.1% used composite light curing units in their practices. In addition, there was high usage of ultrasonic or sonic scaling units (76.0%) and automatic x-ray film processors (63.9%).

Almost one-third (30.9%) of all private practitioners reported that they use computer services, and 83.6% of these dentists use in-house services.

GENERAL CHARACTERISTICS OF DENTISTS

ALL DENTISTS

DENTIST AGE AND REGION DISTRIBUTIONS

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
AGE GROUP						
LESS THAN 30 YEARS	49	3.2%	4	1.0%	53	2.8%
30-34 YEARS	271	17.7	24	6.3	295	15.5
35-39 YEARS	282	18.4	60	15.9	343	17.9
40-44 YEARS	218	14.3	92	24.3	310	16.3
45-49 YEARS	150	9.8	68	17.8	217	11.4
50-54 YEARS	141	9.2	51	13.4	192	10.1
55-59 YEARS	162	10.6	34	9.0	197	10.3
60-64 YEARS	120	7.8	27	7.1	147	7.7
65 YEARS AND OLDER	136	8.9	19	5.0	155	8.1
REGION						
NEW ENGLAND	107	7.0	36	9.4	143	7.5
MIDDLE ATLANTIC	253	16.6	69	18.2	322	16.9
SOUTH ATLANTIC	330	21.6	49	13.0	380	19.9
EAST SOUTH CENTRAL	124	8.1	21	5.7	145	7.6
EAST NORTH CENTRAL	202	13.2	64	17.0	266	14.0
WEST NORTH CENTRAL	78	5.1	16	4.2	94	4.9
WEST SOUTH CENTRAL	114	7.5	40	10.5	154	8.1
MOUNTAIN	80	5.2	26	6.9	106	5.6
PACIFIC	240	15.7	57	15.1	298	15.6

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

ALL DENTISTS

GENERAL CHARACTERISTICS OF DENTISTS

DENTIST GRADUATION YEAR DISTRIBUTION

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
GRADUATION YEAR						
BEFORE 1965	561	36.7%	146	38.4%	707	37.0%
1965-1974	363	23.8	161	42.3	524	27.5
1975-1980	358	23.4	52	13.6	410	21.5
AFTER 1980	247	16.1	21	5.7	268	14.1
ALL	1529	100.0	379	100.0	1909	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

ALL DENTISTS

SIZE OF PRIVATE PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO OTHER DENTISTS (SOLOS)	70.5%	1084	67.3%	262	69.8%	1345
ONE OTHER DENTIST	19.4	298	21.1	82	19.3	380
TWO OR MORE OTHER DENTISTS	10.2	156	11.7	45	10.5	201
ALL	100.0	1538	100.0	389	100.0	1927

MEAN HOURS SPENT IN PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	48.0	1439	47.4	489	47.9	1928
HOURS PER WEEK SPENT IN DENTAL OFFICE	37.6	1439	37.6	489	37.6	1928
HOURS PER YEAR SPENT IN DENTAL OFFICE	1811.2	1439	1787.0	489	1806.3	1928
HOURS PER WEEK TREATING PATIENTS	33.6	1439	32.6	489	33.4	1928
HOURS PER YEAR TREATING PATIENTS	1622.4	1439	1550.3	489	1607.8	1928

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

ALL DENTISTS

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	MEDIAN	N*	MEAN	MEDIAN	N	MEAN	MEDIAN	N
GENDER									
MALE	46.3	44	1370	46.9	45	470	46.4	44	1840
FEMALE	36.6	33	62	45.8	37	9	36.7	33	71
ALL WEIGHTED	45.9	43	1432	46.7	45	479	46.0	44	1911

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	11.2%	1248	10.6%	441	11.1%	1689
PREVENTIVE	12.3	1248	4.3	441	10.6	1689
OPERATIVE	36.6	1248	5.0	441	30.0	1689
PROSTHODONTIC	17.5	1248	4.5	441	14.8	1689
ENDODONTIC	8.0	1248	10.1	441	8.5	1689
PERIODONTIC	5.1	1248	10.5	441	6.2	1689
ORTHODONTIC	1.3	1248	36.6	441	8.6	1689
ORAL/MAXILLOFACIAL SURGERY	4.3	1248	15.2	441	6.6	1689
GENERAL SERVICES	3.8	1248	3.3	441	3.7	1689

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

* 'N' IN THIS AND SUBSEQUENT TABLES REFERS TO THE NUMBER OF RESPONDENTS IN A PARTICULAR CATEGORY.

GENERAL CHARACTERISTICS OF DENTISTS ALL DENTISTS

PERCEIVED PERSONAL BUSYNESS IN THE PRIMARY PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOO BUSY	102	7.3%	9	2.5%	111	6.3%
OVERWORKED	274	19.4	57	16.2	331	18.8
ENOUGH PATIENTS	610	43.4	168	47.5	778	44.2
NOT BUSY ENOUGH	421	29.9	119	33.8	540	30.7
ALL	1407	100.0	353	100.0	1760	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — ALL DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PERCENTAGE OPERATING OWN DENTAL LAB	121	8.6%	93	27.9%	214	12.3%
PERCENTAGE UTILIZING:						
COMPOSITE LIGHT CURING UNIT	1351	95.8	104	30.6	1455	83.1
HIGH SPEED AIR HAND PIECE WITH FIBER OPTICS	909	64.7	95	27.9	1004	57.6
PANORAMIC X RAY UNIT	569	40.6	194	57.4	763	43.9
ULTRASONIC OR SONIC SCALING UNIT	1184	83.9	145	42.8	1329	76.0
ELECTROSURGICAL UNIT	637	45.3	103	30.4	740	42.4
NITROUS OXIDE ANALGESIC EQUIPMENT	794	56.5	154	45.0	948	54.2
MODULAR INSTRUMENT DELIVERY SYSTEM (WALL DIVIDER)	247	17.8	36	10.6	283	16.4
AUTOMATIC X RAY FILM PROCESSOR	926	65.7	193	56.8	1119	63.9
AUTOCLAVABLE HANDPIECE	804	57.2	175	51.6	979	56.1
SCAVENGER SYSTEM FOR NITROUS OXIDE	421	30.1	91	26.7	512	29.4
INTRAORAL VIDEO CAMERA	112	8.0	65	19.0	177	10.2
LASER	6	0.5	6	1.7	12	0.7
BIOLOGICAL INDICATOR (SPORE TEST)	223	16.0	54	16.0	277	16.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — ALL DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UTILIZATION OF COMPUTER SERVICES						
YES	405	28.8%	137	39.7%	542	30.9%
IN HOUSE	326	82.3	118	87.4	444	83.6
OUTSIDE SERVICE	70	17.7	17	12.6	87	16.4
NO	1003	71.2	208	60.3	1211	69.1
TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE	NUMBER	MEAN	NUMBER	MEAN	NUMBER	MEAN
OPERATORIES	1307	3.5	421	4.2	1728	3.7
FULLY EQUIPPED OPERATORIES	1304	3.1	392	3.5	1696	3.2
SQUARE FEET OF OFFICE SPACE	1202	1391.6	401	1710.7	1603	1455.1

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — ALL DENTISTS

LOCATION AND CHARACTERISTICS OF PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
METROPOLITAN AREA WITH POPULATION GREATER THAN 500,000						
CENTRAL CITY LOCATION	159	11.4%	53	15.5%	212	12.2%
SUBURBAN LOCATION	271	19.4	72	21.1	343	19.7
METROPOLITAN AREA WITH POPULATION OF 100,000-500,000						
CENTRAL CITY LOCATION	106	7.6	44	12.9	150	8.6
SUBURBAN LOCATION	156	11.1	47	13.8	203	11.7
CITY WITH POPULATION OF 50,000-99,999	167	11.9	56	16.4	223	12.8
CITY WITH POPULATION OF 20,000-49,000	201	14.3	48	14.1	249	14.3
RURAL (POPULATION LESS THAN 20,000)	340	24.3	21	6.2	361	20.7
BUILDING DESCRIPTION						
HOME	133	9.5	16	4.7	149	8.5
PROFESSIONAL BUILDING	880	62.5	280	81.9	1160	66.4
SHOPPING CENTER	82	5.8	6	1.7	88	5.0
OTHER COMMERCIAL BUILDING	312	22.2	40	11.7	352	20.1
PRIMARY PRACTICE CHARACTERIZATION						
RETAIL OR DRUG STORE	20	1.5	5	1.5	25	1.5
FRANCHISE (MARKETED UNDER A TRADE NAME)	13	0.9	1	0.2	14	0.8

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS

Of all independent dentists, 16.0% are under the age of 35. Half (51.0%) are under the age of 45, while 8.1% are 65 years of age or older.

Over half (61.8%) of independent practitioners graduated from dental school since 1965, while only 11.6% have graduated since 1980.

Among independents, the most typical size of private practice is the solo practice, with 73.6% of the private practitioners working with no other dentist. About 8.7% of independent dentists work in a practice with two or more dentists.

The mean age of all independent practitioners is 46.5 years. For male practitioners, who comprise 96.8% of independent practitioners, the mean age is 46.8 years; female practitioners, representing only 3.2% of all independent practitioners, have an average age of 38.0 years.

Independent practitioners spend, on average, 37.7 hours per week in the practice, 33.5 of which are spent treating patients. The average number of weeks worked per year is 47.9. On an annual basis, 1814.7 hours are spent in the practice while 1614.1 hours are spent treating patients (about 88.9%). Most (69.6%) independent dentists reported that they treated at least an adequate number of patients in 1987.

More specialists (28.0%) than general practitioners (8.0%) reported that they operated their own dental laboratories. Independent dentists reported high usage of composite light curing units (82.4%), ultrasonic or sonic scaling units (75.3%), and automatic x-ray film processors (62.8%). Thirty percent of independent dentists reported using computer services, 83.3.% of whom used in-house systems.

GENERAL CHARACTERISTICS OF DENTISTS

INDEPENDENT DENTISTS

DENTIST AGE AND REGION DISTRIBUTIONS

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
AGE GROUP						
LESS THAN 30 YEARS	31	2.2%	2	0.7%	33	1.9%
30-34 YEARS	235	16.4	20	5.4	255	14.1
35-39 YEARS	269	18.8	58	15.9	327	18.2
40-44 YEARS	212	14.7	91	25.0	303	16.8
45-49 YEARS	146	10.2	66	18.0	212	11.8
50-54 YEARS	138	9.6	51	13.9	189	10.5
55-59 YEARS	158	11.0	33	9.1	192	10.6
60-64 YEARS	118	8.2	26	7.2	144	8.0
65 YEARS AND OLDER	129	9.0	17	4.8	147	8.1
REGION						
NEW ENGLAND	102	7.1	36	9.8	137	7.6
MIDDLE ATLANTIC	231	16.1	65	17.8	296	16.4
SOUTH ATLANTIC	311	21.7	47	12.8	358	19.9
EAST SOUTH CENTRAL	120	8.3	21	5.7	140	7.8
EAST NORTH CENTRAL	186	12.9	64	17.4	250	13.8
WEST NORTH CENTRAL	73	5.1	16	4.3	89	4.9
WEST SOUTH CENTRAL	111	7.7	38	10.4	149	8.3
MOUNTAIN	77	5.4	26	7.2	103	5.7
PACIFIC	227	15.8	53	14.6	280	15.5

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

INDEPENDENT DENTISTS

DENTIST GRADUATION YEAR DISTRIBUTION

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
GRADUATION YEAR						
BEFORE 1965	546	38.0%	142	38.7%	688	38.2%
1965-1974	353	24.6	158	43.3	511	28.4
1975-1980	345	24.0	50	13.7	395	21.9
AFTER 1980	192	13.4	16	4.3	208	11.6
ALL	1436	100.0	366	100.0	1802	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — INDEPENDENT DENTISTS

SIZE OF PRIVATE PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO OTHER DENTISTS (SOLOS)	74.8%	1080	69.0%	259	73.6%	1339
ONE OTHER DENTIST	16.9	245	20.8	78	17.7	323
TWO OR MORE OTHER DENTISTS	8.3	120	10.2	38	8.7	158
ALL	100.0	1445	100.0	375	100.0	1820

MEAN HOURS SPENT IN PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	48.0	1352	47.4	471	47.9	1823
HOURS PER WEEK SPENT IN DENTAL OFFICE	37.7	1352	37.8	471	37.7	1823
HOURS PER YEAR SPENT IN DENTAL OFFICE	1818.9	1352	1798.4	471	1814.7	1823
HOURS PER WEEK TREATING PATIENTS	33.7	1352	32.8	471	33.5	1823
HOURS PER YEAR TREATING PATIENTS	1628.2	1352	1559.7	471	1614.1	1823

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

INDEPENDENT DENTISTS

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	MEDIAN	N	MEAN	MEDIAN	N	MEAN	MEDIAN	N
GENDER									
MALE	46.7	44	1295	47.0	45	454	46.8	45	1749
FEMALE	37.9	34	50	38.4	38	8	38.0	34	58
ALL WEIGHTED	46.4	44	1345	46.9	45	462	46.5	44	1807

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	11.2%	1174	10.7%	423	11.1%	1597
PREVENTIVE	12.5	1174	4.4	423	10.8	1597
OPERATIVE	36.7	1174	4.9	423	29.9	1597
PROSTHODONTIC	17.7	1174	4.3	423	14.8	1597
ENDODONTIC	7.8	1174	10.0	423	8.3	1597
PERIODONTIC	5.0	1174	10.4	423	6.1	1597
ORTHODONTIC	1.3	1174	37.0	423	8.9	1597
ORAL/MAXILLOFACIAL SURGERY	4.2	1174	15.1	423	6.5	1597
GENERAL SERVICES	3.8	1174	3.3	423	3.7	1597

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — INDEPENDENT DENTISTS

PERCEIVED PERSONAL BUSYNESS IN THE PRIMARY PRACTICE

	GENERAL PRACTITIONERS		SPECIALISTS		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOO BUSY	94	7.1%	9	2.7%	103	6.2%
OVERWORKED	252	19.1	54	15.9	306	18.4
ENOUGH PATIENTS	585	44.3	162	47.8	747	45.0
NOT BUSY ENOUGH	390	29.5	114	33.6	504	30.4
ALL	1321	100.0	339	100.0	1660	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — INDEPENDENT DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PERCENTAGE OPERATING OWN DENTAL LAB	106	8.0%	92	28.0%	198	12.0%
PERCENTAGE UTILIZING						
COMPOSITE LIGHT CURING UNIT	1264	95.5	97	29.5	1361	82.4
HIGH SPEED AIR HAND PIECE WITH FIBER OPTICS	852	64.5	88	27.0	940	57.1
PANORAMIC X RAY UNIT	523	39.7	187	57.3	710	43.2
ULTRASONIC OR SONIC SCALING UNIT	1105	83.5	137	42.0	1242	75.3
ELECTROSURGICAL UNIT	591	44.7	97	29.8	688	41.8
NITROUS OXIDE ANALGESIC EQUIPMENT	738	55.9	146	44.2	884	53.6
MODULAR INSTRUMENT DELIVERY SYSTEM (WALL DIVIDER)	229	17.6	32	9.8	261	16.0
AUTOMATIC X RAY FILM PROCESSOR	855	64.6	183	55.7	1038	62.8
AUTOCLAVABLE HANDPIECE HANDPIECE	757	57.4	170	51.8	927	56.3
SCAVENGER SYSTEM FOR NITROUS OXIDE	386	29.3	83	25.5	469	28.6
INTRAORAL VIDEO CAMERA	107	8.1	63	19.2	170	10.3
LASER	6	0.5	5	1.5	11	0.7
BIOLOGICAL INDICATOR (SPORE TEST)	211	16.0	51	15.9	262	16.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — INDEPENDENT DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UTILIZATION OF COMPUTER SERVICES						
YES	369	27.9%	131	39.5%	500	30.3%
IN HOUSE	294	81.4	115	88.4	409	83.3
OUTSIDE SERVICE	67	18.6	15	11.6	82	16.7
NO	954	72.1	201	60.5	1155	69.7
TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE	NUMBER	MEAN	NUMBER	MEAN	NUMBER	MEAN
OPERATORIES	1226	3.4	406	4.2	1632	3.5
FULLY EQUIPPED OPERATORIES	1223	3.0	378	3.5	1601	3.1
SQUARE FEET OF OFFICE SPACE	1138	1376.2	388	1707.6	1526	1443.3

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

INDEPENDENT DENTISTS

LOCATION AND CHARACTERISTICS OF PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
METROPOLITAN AREA WITH POPULATION GREATER THAN 500,000						
CENTRAL CITY LOCATION	151	11.5%	51	15.5%	202	12.3%
SUBURBAN LOCATION	245	18.7	66	20.1	311	18.9
METROPOLITAN AREA WITH POPULATION OF 100,000-500,000						
CENTRAL CITY LOCATION	96	7.3	41	12.5	137	8.3
SUBURBAN LOCATION	148	11.3	47	14.3	195	11.9
CITY WITH POPULATION OF 50,000-99,999	150	11.4	55	16.7	205	12.5
CITY WITH POPULATION OF 20,000-49,000	192	14.6	49	14.9	241	14.7
RURAL (POPULATION LESS THAN 20,000)	331	25.2	20	6.0	351	21.4
BUILDING DESCRIPTION						
HOME	126	9.5	16	4.8	142	8.6
PROFESSIONAL BUILDING	831	63.0	270	81.8	1101	66.7
SHOPPING CENTER	74	5.6	5	1.5	79	4.8
OTHER COMMERCIAL BUILDING	289	21.9	39	11.8	328	19.9
PRIMARY PRACTICE CHARACTERIZATION						
RETAIL OR DRUG STORE	19	1.5	5	1.5	24	1.5
FRANCHISE (MARKETED UNDER A TRADE NAME)	6	0.5	1	0.3	7	0.5

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

Most private practitioners (69.8%) are solo dentists. Of all solo dentists, 14.7% are under the age of 35. Almost half (49.9%) are under the age of 45, while 8.9% are 65 years of age or older.

Over half (61.3%) of all solo practitioners graduated from dental school since 1965, while 10.6% graduated from dental school since 1980.

The mean age of all solo practitioners is 47.5 years. For male practitioners, who comprise 97.1% of solo practitioners, the mean age is 47.3 years; for female practitioners, who represent 2.9% of all solo practitioners, the mean age is 36.8 years.

Solo practitioners spend, on average, 37.6 hours per week in the practice, 33.5 of which are spent treating patients. The average number of weeks worked per year is 48.0. On an annual basis, 1811.1 hours are spent in the practice while 1615.4 hours are spent treating patients (about 89.2%). Most (68.0%) solo dentists reported that they had at least an adequate patient load during 1987.

Only 10.6% of solo dentists reported operating their own dental laboratories; specialists were more likely than general practitioners to have these facilities (29.2% compared to 6.3%). Like other groups of dentists, solos reported high utilization of composite light curing units (82.9%), ultrasonic or sonic scaling units (73.0%), and automatic x-ray film processors (59.0%). One-fourth (25.3%) of solo dentists reported using computer services, 82.5% of whom use in-house systems.

GENERAL CHARACTERISTICS OF DENTISTS

SOLO DENTISTS

DENTIST AGE AND REGION DISTRIBUTIONS

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
AGE GROUP						
LESS THAN 30 YEARS	15	1.4%	2	0.9%	17	1.3%
30-34 YEARS	165	15.3	14	5.3	178	13.4
35-39 YEARS	200	18.6	43	16.8	243	18.3
40-44 YEARS	159	14.8	65	25.5	224	16.9
45-49 YEARS	116	10.9	41	16.1	158	11.9
50-54 YEARS	92	8.6	34	13.4	126	9.5
55-59 YEARS	128	12.0	26	10.2	154	11.6
60-64 YEARS	92	8.6	18	7.1	110	8.3
65 YEARS AND OLDER	106	9.9	12	4.7	118	8.9
REGION						
NEW ENGLAND	75	7.0	23	9.0	98	7.4
MIDDLE ATLANTIC	164	15.2	45	17.4	208	15.7
SOUTH ATLANTIC	230	21.4	28	10.9	258	19.4
EAST SOUTH CENTRAL	91	8.5	12	4.7	103	7.7
EAST NORTH CENTRAL	138	12.8	45	17.7	183	13.8
WEST NORTH CENTRAL	56	5.2	12	4.7	68	5.1
WEST SOUTH CENTRAL	88	8.2	31	12.1	119	8.9
MOUNTAIN	65	6.1	21	8.4	87	6.5
PACIFIC	168	15.6	39	15.2	207	15.6

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

SOLO DENTISTS

DENTIST GRADUATION YEAR DISTRIBUTION

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
GRADUATION YEAR						
BEFORE 1965	416	38.7%	99	38.5%	514	38.7%
1965-1974	273	25.4	108	42.2	381	28.6
1975-1980	255	23.8	38	14.9	294	22.1
AFTER 1980	129	12.1	11	4.3	140	10.6
ALL	1073	100.0	156	100.0	1329	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

SOLO DENTISTS

MEAN HOURS SPENT IN PRACTICE

	GENERAL PRACTITIONER MEAN	NUMBER	SPECIALIST MEAN	NUMBER	ALL WEIGHTED MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	48.1	1011	47.6	325	48.0	1336
HOURS PER WEEK SPENT IN DENTAL OFFICE	37.6	1011	37.3	325	37.6	1336
HOURS PER YEAR SPENT IN DENTAL OFFICE	1818.2	1011	1781.3	325	1811.1	1336
HOURS PER WEEK TREATING PATIENTS	33.7	1011	32.6	325	33.5	1336
HOURS PER YEAR TREATING PATIENTS	1630.1	1011	1554.0	325	1615.4	1336

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	GENERAL PRACTITIONER MEAN	MEDIAN	N	SPECIALIST MEAN	MEDIAN	N	ALL WEIGHTED MEAN	MEDIAN	N
GENDER									
MALE	47.3	45	972	47.1	45	317	47.3	45	1289
FEMALE	37.0	34	33	35.2	36	6	36.8	34	39
ALL WEIGHTED	47.0	44	1005	46.6	47	404	47.5	46	1736

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

GENERAL CHARACTERISTICS OF DENTISTS

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	11.4%	874	10.8%	293	11.3%	1167
PREVENTIVE	13.6	874	4.9	293	11.9	1167
OPERATIVE	37.2	874	4.8	293	30.7	1167
PROSTHODONTIC	16.6	874	3.3	293	13.9	1167
ENDODONTIC	7.6	874	9.4	293	8.0	1167
PERIODONTIC	4.9	874	10.8	293	6.0	1167
ORTHODONTIC	1.2	874	41.9	293	9.4	1167
ORAL/MAXILLOFACIAL SURGERY	4.0	874	11.3	293	5.5	1167
GENERAL SERVICES	3.6	874	2.9	293	3.4	1167

PERCEIVED PERSONAL BUSYNESS IN THE PRIMARY PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOO BUSY	68	6.9%	5	2.1%	73	5.9%
OVERWORKED	182	18.2	32	13.7	214	17.4
ENOUGH PATIENTS	444	44.5	105	45.2	549	44.7
NOT BUSY ENOUGH	303	30.4	90	39.0	393	32.0
ALL	997	100.0	232	100.0	1229	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

SOLO DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PERCENTAGE OPERATING OWN DENTAL LAB	62	6.3%	67	29.2%	129	10.6%
PERCENTAGE UTILIZING						
COMPOSITE LIGHT CURING UNIT	940	94.3	70	30.7	1010	82.9
HIGH SPEED AIR HAND PIECE WITH FIBER OPTICS	609	61.3	56	24.5	665	54.4
PANORAMIC X RAY UNIT	348	35.1	121	53.1	469	38.5
ULTRASONIC OR SONIC SCALING UNIT	798	80.1	95	41.9	893	73.0
ELECTROSURGICAL UNIT	394	39.6	57	25.0	451	36.9
NITROUS OXIDE ANALGESIC EQUIPMENT	525	52.7	86	38.0	611	50.0
MODULAR INSTRUMENT DELIVERY SYSTEM (WALL DIVIDER)	157	16.0	21	9.2	178	14.7
AUTOMATIC X RAY FILM PROCESSOR	605	60.7	117	51.7	722	59.0
AUTOCLAVABLE HANDPIECE	560	56.3	110	48.3	670	54.8
SCAVENGER SYSTEM FOR NITROUS OXIDE	265	26.7	53	23.2	318	26.0
INTRAORAL VIDEO CAMERA	78	7.9	40	17.5	118	9.7
LASER	6	0.7	2	0.7	8	0.7
BIOLOGICAL INDICATOR (SPORE TEST)	151	15.1	33	14.8	184	15.1

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — SOLO DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UTILIZATION OF COMPUTER SERVICES						
YES	228	22.9%	82	35.9%	310	25.3%
IN HOUSE	179	81.2	70	86.1	249	82.5
OUTSIDE SERVICE	42	18.8	11	13.9	53	17.5
NO	769	77.1	148	64.1	917	74.7
TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE	NUMBER	MEAN	NUMBER	MEAN	NUMBER	MEAN
OPERATORIES	923	2.8	283	3.5	1206	3.0
FULLY EQUIPPED OPERATORIES	919	2.5	266	2.8	1185	2.6
SQUARE FEET OF OFFICE SPACE	852	1170.9	274	1454.0	1126	1225.6

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

SOLO DENTISTS

LOCATION AND CHARACTERISTICS OF PRACTICE

	GENERAL PRACTITIONER NUMBER	PERCENT	SPECIALIST NUMBER	PERCENT	ALL WEIGHTED NUMBER	PERCENT
METROPOLITAN AREA WITH POPULATION GREATER THAN 500,000						
CENTRAL CITY LOCATION	106	10.7%	33	14.3%	139	11.4%
SUBURBAN LOCATION	181	18.2	39	17.0	220	18.0
METROPOLITAN AREA WITH POPULATION OF 100,000-500,000						
CENTRAL CITY LOCATION	63	6.4	32	13.9	95	7.8
SUBURBAN LOCATION	104	10.5	33	14.3	137	11.2
CITY WITH POPULATION OF 50,000-99,999	108	10.9	34	14.8	142	11.6
CITY WITH POPULATION OF 20,000-49,000	158	15.9	42	18.3	200	16.4
RURAL (POPULATION LESS THAN 20,000)	272	27.4	17	7.4	289	23.6
BUILDING DESCRIPTION						
HOME	102	10.3	13	5.7	115	9.4
PROFESSIONAL BUILDING	615	61.8	186	81.6	801	65.5
SHOPPING CENTER	49	4.9	4	1.7	53	4.3
OTHER COMMERCIAL BUILDING	229	23.0	25	11.0	254	20.8
PRIMARY PRACTICE CHARACTERIZATION						
RETAIL OR DRUG STORE	16	1.7	3	1.4	19	1.6
FRANCHISE (MARKETED UNDER A TRADE NAME)	3	0.3	0	0.0	3	0.3

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYED DENTISTS

Of all employed dentists, 57.9% are under the age of 35, while 78.0% are under the age of 45. Only 8.9% are 65 years of age or older.

Over half (57.9%) of all employed practitioners have graduated from dental school since 1980. Most (79.9%) have graduated from dental school since 1965, while 20.1% graduated before 1965.

Of all employed dentists, over half (57.6%) work in a practice with only one other dentist, and the remaining work in larger dental offices.

The mean age of all employed practitioners is 37.3 years. For male practitioners, who comprise 92.7% of employed practitioners, the mean age is 39.5 years; for female practitioners, who represent 7.3% of all employed practitioners, the mean age is 33.2 years.

Employed practitioners spend, on average, 35.2 hours per week in the practice, 31.6 of which are spent treating patients. The average number of weeks worked per year is 47.6. On an annual basis, 1693.8 hours are spent in the practice while 1519.7 hours are spent treating patients (about 89.7%). Over half (57.7%) of employed dentists reported having an adequate patient load during 1987.

Of all employed dentists, 16.1% reported that their practices operated a dental laboratory. Employed dentists had high utilization of composite light curing units (96.9%), ultrasonic or sonic scaling units (88.6%), automatic x-ray film processors (81.2%), and nitrous oxide analgesic equipment (67.2%). Under half (41.5%) reported that their practices used computer services; 83.8% of those used in-house systems.

Note: The reader is cautioned that the category of employed dentists contains a low number of respondents. Consider this limitation when interpreting results.

GENERAL CHARACTERISTICS OF DENTISTS

EMPLOYED DENTISTS

DENTIST AGE AND REGION DISTRIBUTIONS

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
AGE GROUP						
LESS THAN 30 YEARS	6	12.2%	1	16.7%	7	12.6%
30-34 YEARS	24	44.9	2	50.0	26	45.3
35-39 YEARS	9	16.3	0	0.0	9	15.0
40-44 YEARS	2	4.1	1	16.7	3	5.1
45-49 YEARS	1	2.0	0	0.0	1	1.9
50-54 YEARS	2	4.1	0	0.0	2	3.7
55-59 YEARS	3	6.1	0	0.0	3	5.6
60-64 YEARS	1	2.0	0	0.0	1	1.9
65 YEARS AND OLDER	4	8.2	1	16.7	5	8.9
REGION						
NEW ENGLAND	1	2.0	0	0.0	1	1.9
MIDDLE ATLANTIC	11	20.4	2	33.3	12	21.5
SOUTH ATLANTIC	11	20.4	0	0.0	11	18.7
EAST SOUTH CENTRAL	3	6.1	1	16.7	4	7.0
EAST NORTH CENTRAL	10	18.4	0	0.0	10	16.8
WEST NORTH CENTRAL	3	6.1	0	0.0	3	5.6
WEST SOUTH CENTRAL	3	6.1	2	33.3	5	8.4
MOUNTAIN	3	6.1	0	0.0	3	5.6
PACIFIC	7	14.3	1	16.7	8	14.5

SOURCE: AMERICAN DENTAL ASSOCIATION, SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERTISTICS OF DENTISTS

EMPLOYED DENTISTS

DENTIST GRADUATION YEAR DISTRIBUTION

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
GRADUATION YEAR						
BEFORE 1965	11	20.4%	1	16.7%	11	20.1%
1965-1974	4	8.2	1	16.7	5	8.9
1975-1980	7	14.3	0	0.0	7	13.1
AFTER 1980	30	57.1	3	66.7	33	57.9
ALL	52	100.0	5	100.0	57	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — EMPLOYED DENTISTS

SIZE OF PRIVATE PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
ONE OTHER DENTIST	59.2%	31	42.9%	2	57.6%	33
TWO OR MORE OTHER DENTISTS	40.8	21	57.1	3	42.4	25
ALL	100.0	52	100.0	6	100.0	58

MEAN HOURS SPENT IN PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	47.7	49	46.7	7	47.6	56
HOURS PER WEEK SPENT IN DENTAL OFFICE	35.0	49	36.9	7	35.2	56
HOURS PER YEAR SPENT IN DENTAL OFFICE	1685.4	49	1772.9	7	1693.8	56
HOURS PER WEEK TREATING PATIENTS	31.4	49	33.6	7	31.6	56
HOURS PER YEAR TREATING PATIENTS	1510.1	49	1610.7	7	1519.7	56

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

EMPLOYED DENTISTS

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	MEDIAN	N	MEAN	MEDIAN	N	MEAN	MEDIAN	N
GENDER									
MALE	39.5	33.0	45	39.2	32	6	39.5	33.0	51
FEMALE	33.2	31.5	4	0.0	0	0	33.2	31.5	4
ALL WEIGHTED	39.0	33.0	49	39.2	32	6	37.3	39	55

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	10.5%	43	8.6%	7	10.3%	50
PREVENTIVE	9.1	43	0.3	7	8.2	50
OPERATIVE	35.8	43	6.0	7	32.6	50
PROSTHODONTIC	16.5	43	10.1	7	15.8	50
ENDODONTIC	11.7	43	11.4	7	11.7	50
PERIODONTIC	5.9	43	0.0	7	5.2	50
ORTHODONTIC	0.6	43	37.1	7	4.6	50
ORAL/MAXILLOFACIAL SURGERY	6.4	43	21.4	7	8.1	50
GENERAL SERVICES	3.4	43	5.0	7	3.6	50

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — EMPLOYED DENTISTS

PERCEIVED PERSONAL BUSYNESS IN THE PRIMARY PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOO BUSY	4	9.1%	0	0.0%	4	8.1%
OVERWORKED	11	22.7	1	20.0	12	23.4
ENOUGH PATIENTS	12	27.3	2	40.0	14	27.4
NOT BUSY ENOUGH	20	40.9	2	40.0	22	41.1
ALL	47	100.0	5	100.0	52	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — EMPLOYED DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PERCENTAGE OPERATING OWN DENTAL LAB	7	15.6%	1	33.3%	8	16.1%
PERCENTAGE UTILIZING						
COMPOSITE LIGHT CURING UNIT	48	100.0	2	67.7	50	96.9
HIGH SPEED AIR HAND PIECE WITH FIBER OPTICS	30	63.6	2	67.7	32	62.8
PANORAMIC X RAY UNIT	27	56.8	3	100.0	30	59.6
ULTRASONIC OR SONIC SCALING UNIT	44	91.1	1	33.3	45	88.6
ELECTROSURGICAL UNIT	24	48.9	1	33.3	25	49.0
NITROUS OXIDE ANALGESIC EQUIPMENT	32	66.7	1	33.3	34	67.2
MODULAR INSTRUMENT DELIVERY SYSTEM (WALL DIVIDER)	11	22.7	0	0.0	11	22.9
AUTOMATIC X RAY FILM PROCESSOR	38	80.0	4	100.0	42	81.2
AUTOCLAVABLE HANDPIECE	22	46.7	3	100.0	25	48.4
SCAVENGER SYSTEM FOR NITROUS OXIDE	19	40.0	3	100.0	22	42.2
INTRAORAL VIDEO CAMERA	4	8.9	0	0.0	4	8.3
LASER	0	0.0	0	0.0	0	0.0
BIOLOGICAL INDICATOR (SPORE TEST)	6	13.6	1	33.3	7	14.4

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

EMPLOYED DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UTILIZATION OF COMPUTER SERVICES						
YES	19	40.9%	2	66.7%	21	41.5%
IN HOUSE	15	82.4	2	100.0	17	83.8
OUTSIDE SERVICE	3	17.6	0	0.0	3	16.2
NO	28	59.1	1	33.3	29	58.5
TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE	NUMBER	MEAN	NUMBER	MEAN	NUMBER	MEAN
OPERATORIES	45	6.0	4	6.8	49	6.1
FULLY EQUIPPED OPERATORIES	45	5.1	4	5.7	49	5.1
SQUARE FEET OF OFFICE SPACE	37	1796.2	4	2550.0	41	1852.4

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

EMPLOYED DENTISTS

LOCATION AND CHARACTERISTICS OF PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
METROPOLITAN AREA WITH POPULATION GREATER THAN 500,000						
CENTRAL CITY LOCATION	5	10.6%	1	33.3%	6	12.0%
SUBURBAN LOCATION	13	27.7	1	33.3	14	28.0
METROPOLITAN AREA WITH POPULATION OF 100,000-500,000						
CENTRAL CITY LOCATION	6	12.8	0	0.0	6	12.0
SUBURBAN LOCATION	4	8.5	0	0.0	4	8.0
CITY WITH POPULATION OF 50,000-99,999	10	21.3	0	0.0	10	20.0
CITY WITH POPULATION OF 20,000-49,000	6	12.8	0	0.0	6	12.0
RURAL (POPULATION LESS THAN 20,000)	3	6.3	1	33.3	4	8.0
BUILDING DESCRIPTION						
HOME	2	4.2	1	33.3	3	5.9
PROFESSIONAL BUILDING	24	50.0	2	66.7	26	51.0
SHOPPING CENTER	7	14.6	0	0.0	7	13.7
OTHER COMMERCIAL BUILDING	15	31.2	0	0.0	15	29.4
PRIMARY PRACTICE CHARACTERIZATION						
RETAIL OR DRUG STORE	0	0.0	0	0.0	0	0.0
FRANCHISE (MARKETED UNDER A TRADE NAME)	4	9.1	0	0.0	4	8.5

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS GRADUATING SINCE 1980

Most dentists graduating since 1980 (87.5%) are under the age of 35, while 10.5% are between the ages of 35 and 39 years, and only 1.6% are 40 years of age or older.

The solo practice is the most prevalent practice size among recent graduates, with 52.7% working in a practice with no other dentist. About one-third (31.6%) practice with one other dentist, while even fewer (15.6%) work in a practice with two or more dentists.

The mean age of all dentists graduating since 1980 is 31.7 years. This figure is virtually the same for male and female practitioners. Male practitioners comprise 86.8% of recent graduates, while female practitioners account for 13.2%.

Dentists graduating since 1980 work, on average, 40.6 hours per week in the practice, 35.2 of which are spent treating patients. The average number of weeks worked per year is 48.9. On an annual basis, 1991.0 hours are spent in the practice while 1727.2 hours are spent treating patients (about 86.8%). Most (65.3%) dentists graduating since 1980 reported that they had at least an adequate number of patients in 1987.

Only 8.7% of dentists in this group reported that their practice operated a dental laboratory. Dentists graduating since 1980 had high utilization of composite light curing units (95.5%), ultarsonic or sonic scaling units (85.2%), automatic x-ray film processors (87.2%), and nitrous oxide analgesic equipment (67.4%). Almost one-third (31.8%) reported using computer services, 83.1% of whom used in-house systems.

GENERAL CHARACTERISTICS OF DENTISTS — DENTISTS GRADUATING SINCE 1980

DENTIST AGE AND REGION DISTRIBUTIONS

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
AGE GROUP						
LESS THAN 30 YEARS	49	19.9%	4	18.5%	53	19.8%
30-34 YEARS	166	67.1	16	74.1	182	67.7
35-39 YEARS	27	10.8	2	7.4	28	10.5
40-44 YEARS	3	1.3	0	0	3	1.2
45-49 YEARS	1	0.4	0	0	1	0.4
REGION						
NEW ENGLAND	12	4.8	1	3.7	13	4.7
MIDDLE ATLANTIC	44	17.7	4	18.5	48	17.8
SOUTH ATLANTIC	48	19.5	3	14.8	51	19.1
EAST SOUTH CENTRAL	14	5.6	3	14.8	17	6.4
EAST NORTH CENTRAL	30	12.1	2	11.1	32	12.0
WEST NORTH CENTRAL	25	10.0	2	7.4	26	9.8
WEST SOUTH CENTRAL	26	10.4	2	11.1	28	10.4
MOUNTAIN	14	5.6	1	3.7	15	5.5
PACIFIC	35	14.3	3	14.8	38	14.3

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — DENTISTS GRADUATING SINCE 1980

SIZE OF PRIVATE PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO OTHER DENTISTS (SOLOS)	52.8%	130	51.9%	11	52.7%	142
ONE OTHER DENTIST	31.2	77	37.0	8	31.6	85
TWO OR MORE OTHER DENTISTS	16.0	40	11.1	2	15.6	42
ALL	100.0	247	100.0	21	100.0	268

MEAN HOURS SPENT IN PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	48.9	231	49.3	27	48.9	258
HOURS PER WEEK SPENT IN DENTAL OFFICE	40.4	231	43.7	27	40.6	258
HOURS PER YEAR SPENT IN DENTAL OFFICE	1975.6	231	2167.6	27	1991.0	258
HOURS PER WEEK TREATING PATIENTS	35.4	231	33.3	27	35.2	258
HOURS PER YEAR TREATING PATIENTS	1734.1	231	1647.2	27	1727.2	258

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — DENTISTS GRADUATING SINCE 1980

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	MEDIAN	N	MEAN	MEDIAN	N	MEAN	MEDIAN	N
GENDER									
MALE	31.9	31	201	31.0	31	23	31.8	31	224
FEMALE	31.2	31	30	31.2	30	4	31.2	31	34
ALL WEIGHTED	31.8	31	231	31.1	31	27	31.7	31	258

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	1.8%	204	11.0%	25	11.7%	229
PREVENTIVE	12.5	204	7.8	25	12.1	229
OPERATIVE	31.7	204	9.6	25	29.9	229
PROSTHODONTIC	15.4	204	10.0	25	15.0	229
ENDODONTIC	10.8	204	1.3	25	10.0	229
PERIODONTIC	6.1	204	6.8	25	6.2	229
ORTHODONTIC	1.4	204	40.2	25	4.6	229
ORAL/MAXILLOFACIAL SURGERY	6.8	204	10.0	25	7.1	229
GENERAL SERVICES	3.6	204	3.3	25	3.5	229

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS — DENTISTS GRADUATING SINCE 1980

PERCEIVED PERSONAL BUSYNESS IN THE PRIMARY PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOO BUSY	18	8.1%	0	0.0%	18	7.5%
OVERWORKED	50	22.5	2	8.3	52	21.4
ENOUGH PATIENTS	79	35.4	9	50.0	88	36.5
NOT BUSY ENOUGH	76	34.0	8	41.7	84	34.6
ALL	223	100.0	19	100.0	242	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — DENTISTS GRADUATING SINCE 1980

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PERCENTAGE OPERATING OWN DENTAL LAB	17	7.6%	4	21.7%	21	8.7%
PERCENTAGE UTILIZING						
COMPOSITE LIGHT CURING UNIT	227	100.0	7	39.1	234	95.5
HIGH SPEED AIR HAND PIECE WITH FIBER OPTICS	164	72.2	6	34.8	170	69.4
PANORAMIC X RAY UNIT	110	48.6	13	69.6	123	50.2
ULTRASONIC OR SONIC SCALING UNIT	200	88.2	9	47.8	209	85.2
ELECTROSURGICAL UNIT	107	47.2	5	26.1	112	45.6
NITROUS OXIDE ANALGESIC EQUIPMENT	157	69.3	8	43.5	165	67.4
MODULAR INSTRUMENT DELIVERY SYSTEM (WALL DIVIDER)	59	26.7	4	21.7	63	26.3
AUTOMATIC X RAY FILM PROCESSOR	188	83.0	14	78.3	202	87.2
AUTOCLAVABLE HANDPIECE	141	62.3	10	52.2	151	61.5
SCAVENGER SYSTEM FOR NITROUS OXIDE	99	44.1	7	34.8	106	43.4
INTRAORAL VIDEO CAMERA	22	10.0	2	8.7	24	9.9
LASER	1	0.5	0	0.0	1	0.4
BIOLOGICAL INDICATOR (SPORE TEST)	48	21.7	3	17.4	51	21.4

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — DENTISTS GRADUATING SINCE 1980

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UTILIZATION OF COMPUTER SERVICES						
YES	71	31.6%	7	36.8%	78	31.8%
IN HOUSE	59	83.1	5	83.3	64	83.1
OUTSIDE SERVICE	12	16.9	1	16.7	13	16.9
NO	155	68.4	12	63.2	167	68.2
TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE	NUMBER	MEAN	NUMBER	MEAN	NUMBER	MEAN
OPERATORIES	210	3.7	23	3.7	233	3.7
FULLY EQUIPPED OPERATORIES	210	3.1	22	3.1	232	3.1
SQUARE FEET OF OFFICE SPACE	197	1623.0	21	1995.2	218	1650.3

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — DENTISTS GRADUATING SINCE 1980

LOCATION AND CHARACTERISTICS OF PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
METROPOLITAN AREA WITH POPULATION GREATER THAN 500,000						
CENTRAL CITY LOCATION	21	9.4%	2	12.5%	23	9.6%
SUBURBAN LOCATION	49	22.0	3	18.8	52	21.8
METROPOLITAN AREA WITH POPULATION OF 100,000-500,000						
CENTRAL CITY LOCATION	17	7.6	2	12.5	19	7.9
SUBURBAN LOCATION	24	10.8	0	6.2	25	10.0
CITY WITH POPULATION OF 50,000-99,999	24	10.8	1	0.0	24	10.5
CITY WITH POPULATION OF 20,000-49,000	27	12.1	4	25.0	31	13.0
RURAL (POPULATION LESS THAN 20,000)	61	27.3	4	25.0	65	27.2
BUILDING DESCRIPTION						
HOME	18	8.0	1	5.6	19	7.8
PROFESSIONAL BUILDING	131	58.2	16	88.8	147	60.5
SHOPPING CENTER	24	10.7	0	0.0	24	9.9
OTHER COMMERCIAL BUILDING	52	23.1	1	5.6	53	21.8
PRIMARY PRACTICE CHARACTERIZATION						
RETAIL OR DRUG STORE	2	1.0	0	0.0	2	0.9
FRANCHISE (MARKETED UNDER A TRADE NAME)	7	3.4	0	0.0	7	3.1

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1988 Survey of Dental Practice (SDP) was an updated version of the long-form 1985 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 133,823 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1982 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1988 SDP was initially mailed in April 1988. Two follow-up mailings to non-respondents occurred in May and June 1988. A telephone follow-up to non-respondents was conducted in July and August 1988. Coding, hand-editing, and computer processing were completed in October 1988. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 43.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 74.9%, of specialists, 25.1%.

The weights were computed as follows:

General Practitioner	.80/.749 = 1.068731
Specialist	.20/.251 = 0.795392

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1987.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated was equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions.

ADA American Dental Association
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1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1987? (Please circle one response for **each** column.)

		Primary Occupation	Secondary Occupation
a.	Private practice (full- or part-time)	00	00
b.	Dental school faculty/staff member	01	01
c.	Armed Forces	02	02
d.	Other federal services (e.g., VA, PHS)	03	03
e.	State or local government employed	04	04
f.	Hospital staff dentist	05	05
g.	Intern/resident	06	06
h.	Other student	07	07
i.	Other health/dental organization staff member (e.g., NIDR)	08	08
j.	Not in practice	09	09
k.	Retired	10	10
l.	Occupation unrelated to dentistry	11	11
m.	**No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1987.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1987, please return the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1987), please give information on the practice in which you treated patients for the greatest number of months.

2a. Were you **announcing yourself and practicing** as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics) in your **primary practice** in 1987?

Yes 1
No (Skip to question 3.) 2

b. Which **one** of the following specialties are you actively practicing?

Oral and maxillofacial surgery 10
Endodontics 15
Orthodontics 20
Pediatric dentistry 30
Periodontics 40
Prosthodontics 50
Oral pathology 60
Public health 82

3. In what year did you **first** become associated with the **primary practice** where you practiced during 1987? 19 ____

4. Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice 1
b. Partner in a complete or limited partnership 2
c. Shareholder in an incorporated dental practice 3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder 4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis 5
f. Independent contractor 6
g. Other, please specify ____

5. Which **one** of the following **best** describes your employment status in that practice during 1987?

a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice 1
b. Partner in a complete or limited partnership 2
c. Shareholder in an incorporated dental practice 3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder 4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis 5
f. Independent contractor 6
g. Other, please specify ____

6. Please answer the following about the time **you personally** spent in your primary practice during 1987.

a. Total number of weeks worked (excluding vacation) ____ weeks
b. Total number of **hours per week** spent in the practice ____ hours per week
c. Number of hours per week spent **treating patients** in the practice ____ hours per week
d. Estimate the average scheduled length of an appointment in 1987 ____ minutes
e. During a typical week, what percentage of your **time treating patients** in the **primary practice** was devoted to each of the following procedures? (If none, enter zero.)

	Percentage of Time Per Week
Diagnostic (exams, x-rays, etc.)	____ %
Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	____ %
Operative (restoration, amalgams, inlays, etc.)	____ %
Prosthodontic	____ %
Endodontic	____ %
Periodontic	____ %
Orthodontic	____ %
Oral and maxillofacial surgery	____ %
General services (anesthesia, patient management, counseling, miscellaneous)	____ %
Total	**100%**

7 The following represent possible contractual agreements with third parties. Indicate if **any** apply to you in your practice by estimating the percentage of patients involved in each. Enter a zero if the category does not apply.

	Percentage of Patients
a Service benefit plan participating agreement (e.g., Delta Dental Plan or Blue Cross and Blue Shield with participating agreement)	_____ %
b Capitation (e.g., Prudential DMO, Safeguard Health Plans, CIGNA Dental Health)	_____ %
c Fee schedule agreement (e.g., agreement with any insurance company that is contracting with Insurance Dentists of America)	_____ %
d Straight risk pool (e.g., Individual Practice Association Program)	_____ %
e Capitation-risk pool combination (e.g., Delta Dental Pacesetter Program)	_____ %
f Discount of usual fees agreement (e.g., Aetna Fast Track Program)	_____ %
g Other contractural agreement	_____ %

8 During the entire year of 1987, indicate the **total** number of **patients you treated** in the **primary practice.** (This number should be different than the total number of appointments below.)

_____ total patients

9 Please indicate the following regarding patient care that **you personally** provided in the **primary practice** during 1987.

The average number of:

a **Appointments scheduled** per week (**excluding** those with hygienist appointments only)

_____ appointments per week

b **Walk-in visits** per week that **you** treated (i.e., non-emergency and no appointment scheduled). If none, enter zero.

_____ visits per week

c **Emergency visits** per week that **you** treated (i.e., no appointments scheduled). If none, enter zero.

_____ visits per week

d **Scheduled visits** per week that **you actually** treated (**excluding** those with hygienist appointments only)

_____ visits per week

10 During a typical week, approximately what percentage of your time treating patients in your **primary practice** was devoted to implant services? (If none, enter zero.)

_____ %

11 Which **one** of the following best describes **you** in your **primary practice** during 1987?

	Busyness
a Too busy to treat all people requesting appointments	1
b Provided care to all who requested appointments but was overworked	2
c Provided care to all who requested appointments and was not overworked	3
d Not busy enough, could have treated more patients	4

Entire Primary Practice Characteristics

12 What was the zip code of your **primary practice** during 1987?

_____ zip code

13 **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1987. (If none, enter zero.)

	Number of Dentist Positions
a Number of **owner** dentists (i.e., sole proprietor, partners, or shareholders)	_____
b Number of **non-owner** dentists (i.e., employed dentists, associates and non-shareholders). If none, enter zero.	_____

14 **Including yourself,** please indicate the number of full- and part-time **dentist positions** in each of the following practice areas in the **primary practice** during 1987.

	Number of Dentist Positions	
	full-time	part-time
a General practice	_____	_____
b Oral and maxillofacial surgery	_____	_____
c Endodontics	_____	_____
d Orthodontics	_____	_____
e Pediatric dentistry	_____	_____
f Periodontics	_____	_____
g Prosthodontics	_____	_____
h Oral pathology	_____	_____
i Public health	_____	_____
j Other, please specify _____	_____	_____

15 Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1987. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a Dental hygienist(s)	_____	_____
b Chairside assistant(s)	_____	_____
c Secretary/receptionist(s)*	_____	_____
d Dental laboratory technician(s)	_____	_____
e Bookkeeper, business personnel	_____	_____
f Other, please specify _____	_____	_____

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

16 For the **entire primary practice,** indicate the number of chairside assistants (full- and part-time) employed in 1987 who received formal training in a structured program.

a Full-time _____
b Part-time _____

17 Please provide the following regarding all dental hygienist(s) appointments and visits in the **entire primary practice** during 1987. (If no hygienists were employed, skip to question 19.)

The average number of:	Dental Hygienist(s)
a **Appointments scheduled** per week primarily for hygienist(s) treatment	_____ appointments per week
b **Scheduled visits** per week that were actually treated by all hygienist(s)	_____ visits per week

18 Please provide the following for **each dental hygienist** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars) per year	Weeks Worked per Year weeks	Hours Worked per Week hours	Length of Experience Prior to Employment in this Practice years	Length of Experience Prior to Employment in this Practice months	Length of Employment in this Practice years	Length of Employment in this Practice months
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Position #3	☐	$						
Position #4	☐	$						

19 Please provide the following for **each employee** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Weekly Salary (in dollars) per week	Hours Worked per Week hours	Length of Experience Prior to Employment in this Practice years	Length of Experience Prior to Employment in this Practice months	Length of Employment in this Practice years	Length of Employment in this Practice months
Chairside Assistant(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Position #4	☐	$					
Position #5	☐	$					
Secretary/Receptionist(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Dental Laboratory Technician(s):							
Position #1	☐	$					
Position #2	☐	$					
Bookkeeping/Business Personnel:							
Position #1	☐	$					
Position #2	☐	$					

Please use the following space to provide information for **all personnel not included above in questions 18 and 19.**

_____	$					
_____	$					
_____	$					
_____	$					
	per week	hours	years	months	years	months

20 For the **entire primary practice** in 1987, please indicate the following regarding the employment of auxiliary staff. (If none, enter zero.)

	Dental Hygienists	Chairside Assistants
a Number of open positions filled in 1987	_____	_____
unfilled in 1987	_____	_____
b Average number of weeks position(s) was open	_____	_____

21 What is the estimated starting salary in your **primary practice** for the following auxiliary positions with no prior experience?

	Starting Salary
a Dental hygienist	$_____/hour
b Chairside assistant	$_____/hour

22 In the **primary practice** during 1987, indicate whether or not and to whom the following benefits were offered. (If the practice did not offer the benefit, please check the appropriate box.)

	Not Offered	Dental Hygienist(s)	Chairside Assistant(s)	Dental Laboratory Technician(s)	Secretary/ Receptionist(s)
a Medical insurance	☐	1	2	3	4
b Dental insurance (or reduced costs)	☐	1	2	3	4
c Separate malpractice insurance	☐	1	2	3	4
d Life insurance	☐	1	2	3	4
e Profit sharing	☐	1	2	3	4
f Pension plan	☐	1	2	3	4
g Paid sick leave	☐	1	2	3	4
h Paid vacation days	☐	1	2	3	4
i Reimbursement for professional organization dues	☐	1	2	3	4
j Reimbursement for continuing education courses	☐	1	2	3	4
k Incentive program:					
percent of total production	☐	1	2	3	4
percent of production above certain limits	☐	1	2	3	4
set bonus if budgeted goals are met	☐	1	2	3	4
l Other, please specify _____					

23 Which of the following personnel in your **primary practice** use gloves, mask, protective eyewear or gowns when working with all or selected patients?

	Gloves			Mask			Protective Eyewear			Protective Gowns		
	all	some patients	none	all	some patients	none	all	some patients	none	all	some patients	none
a Dentist (self)	1	2	3	1	2	3	1	2	3	1	2	3
b Dental hygienist(s)	1	2	3	1	2	3	1	2	3	1	2	3
c Chairside assistant(s)	1	2	3	1	2	3	1	2	3	1	2	3
d Other, please specify _____	1	2	3	1	2	3	1	2	3	1	2	3

24 Approximately how long have **you personally** used the following barrier techniques?

	Number of Years	Number of Months	Do not use (Check box.)
a Gloves	_____	_____	☐
b Mask	_____	_____	☐
c Protective eyewear	_____	_____	☐
d Protective gowns	_____	_____	☐

25 If **you** wear gloves, do you change them after every patient?

Yes	1
No	2
Not applicable	3

54

26a Did the **primary practice** utilize computer processing services during 1987?

Yes	1
No (Skip to question 27.)	2

b Were these computer services provided by an

In-house computer?	1
Outside computer service? (Skip to question 26d.)	2
Other, please specify _____	

c Who was the primary user of the computer system?

Dentist(s)	1
Secretary/receptionist(s)	2
Bookkeeping/business personnel	3
Other, please specify _____	

d For which of the following functions was a computer utilized? (Please circle as many as apply.)

Patient accounting and billing	1
Maintaining expense records	2
Processing insurance forms	3
Maintaining treatment records	4
Diagnosis and monitoring of treatment	5
Scheduling patients	6
Office newsletters	7
Form letters	8
Other, please specify _____	

e Which of the following was most important in your choice of a computer?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify _____	

f How were you introduced to your computer?

Advertisement	1
Trade show	2
Mailing	3
Telephone call	4
Other, please specify _____	

g If given the opportunity, would you purchase the same computer system again?

Yes	1
No	2

h Is your computer

Single user?	1
Multi user?	2

i If given the opportunity to purchase another computer system, which of the following would be most important to you?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify _____	

27 In the **entire primary practice** during 1987

a What was the total number of operatories? _____ operatories

b How many of these were fully-equipped operatories (i.e., where a dentist can perform at least restorative dentistry)? _____ operatories

c What was the total square feet of office space? _____ square feet

28 Did the **primary practice** operate its own dental laboratory during 1987?

Yes	1
No	2

29 Were any of the following items of equipment utilized by the **primary practice** during 1987?

	Yes	No
a Composite light curing unit	1	2
b High speed air handpiece with fiber optics	1	2
c Panoramic x-ray unit	1	2
d Ultrasonic or sonic scaling unit	1	2
e Electrosurgical unit	1	2
f Nitrous oxide analgesic equipment	1	2
g Modular instrument delivery system (wall divider)	1	2
h Automatic x-ray film processor	1	2
i Autoclavable handpiece	1	2
j Scavenger system for nitrous oxide	1	2
k Intraoral video camera	1	2
l Laser	1	2
m Biological indicator (spore test)	1	2

30 Which of the following **best** describes your **primary practice** location during 1987?

a Metropolitan area with a population greater than 500,000	
central city location	1
suburban location	2
b Metropolitan area with a population between 100,000 and 500,000	
central city location	3
suburban location	4
c City of 50,000-99,999 population	5
d City of 20,000-49,999 population	6
e Rural (less than 20,000 population)	7

31 Which of the following **best** describes the building where the **primary practice** was located during 1987?

a Home	1
b Professional building	2
c Shopping center	3
d Other commercial building	4

32 Do either of the following characterize your **primary practice** where you worked in 1987?

	Yes	No
a Retail or drug store facility	1	2
b Franchise (practice marketed under a trade name)	1	2

33 a In 1987, was your **primary practice** located in more than one office?

Yes	1
No (Skip to question 34.)	2

b If yes, indicate the number of offices associated with your **primary practice** _____

If you were a solo practitioner during 1987, please skip to question 36.

34 Please indicate the following regarding patient care by the **entire primary practice** during 1987.

The average number of:	Entire Practice
a. **Appointments scheduled** per week (**excluding** those with hygienist appointments only)	_____ appointments per week
b. **Walk-in visits** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	_____ visits per week
c. **Emergency visits** per week (i.e., no appointment scheduled) If none, enter zero	_____ visits per week
d. **Scheduled visits** per week that were **actually** treated (**excluding** those with hygienist appointments only)	_____ visits per week

35 During the entire year of 1987 indicate the **total** number of **patients** treated by the **primary practice.** (This number should be different than your total number of appointments above.)

_____ total patients

36 Approximately what percentage of the **entire practice's** yearly patients are received on a referral basis from another practice, dentist or physician?

_____ %

37a During a typical month, about how many **new patients** were treated in the **entire primary practice** where you practiced in 1987? (If none, enter zero and skip to question 38.)

_____ new patients per month

b For 1987, please indicate the percentage of **new patients** from the following sources. (If none, enter zero.)

	Entire Practice Sources of New Patients
Other dentists:	
General practitioners	_____ %
Specialists	_____ %
Patients	_____ %
Dental referral service	_____ %
Other professionals (e.g., M.D.'s)	_____ %
Direct mail or commercial advertising (TV, radio, newspaper, etc.)	_____ %
Capitation/closed panel contracts	_____ %
Other, please specify _____	_____ %
Total	**100%**

38 For the **entire primary practice** during 1987, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. For the **initial appointment** of a series (excluding emergency cases)?	_____ days	_____ days
b. To see a dentist **after** the patient arrived for a **scheduled appointment?**	_____ minutes	_____ minutes

39 Of the 52 weeks in 1987, how many weeks was the **primary practice** scheduled to be open (not including emergency cases) to provide care to patients?

_____ weeks

40 Approximately what percentage of the patients who visited the primary practice

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	_____ %
15 to 64 years of age?	_____ %
65 years of age or older?	_____ %
Total	**100%**
b. were members of families whose annual income is estimated to be:	
under $10,000?	_____ %
$10,000 to 29,999?	_____ %
$30,000 or more?	_____ %
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	_____ %
covered by a public assistance program that pays or partially pays for their dental care?	_____ %
not covered by an insurance program?	_____ %
Total	**100%**
d. were:	
male?	_____ %
female?	_____ %
Total	**100%**
e. were physically handicapped and/or mentally handicapped?	_____ %
f. were members of a racial minority?	_____ %

41 Please indicate the percentage of patients who travelled various distances (from work or home) to your **primary practice** office.

a. Patients close (within walking distance or within 1-10 minute drive or transportation)	_____ %
b. Patients within 11-39 minutes drive or transportation	_____ %
c. Patients within 40 or more minute drive or transportation	_____ %
Total	**100%**

42 For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1987. (If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box.) Please do not report ranges.

		Not Done	Usual Fee
a	Periodic oral examination (excluding radiographs)	☐	$_____
b	Bitewing radiographs, for films	☐	$_____
c	Dental prophylaxis, for adults	☐	$_____
d	Pit and fissure sealant, per tooth	☐	$_____
e	Topical fluoride treatment (including prophylaxis), child	☐	$_____
f	Amalgam restoration, one surface, permanent (including polishing)	☐	$_____
g	Fixed unilateral space maintainer	☐	$_____
h	Root canal therapy—molar (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration), one canal	☐	$_____
i	Periodontal scaling and root planing—per quadrant	☐	$_____
k	Complete upper acrylic-base denture, including six-months post-delivery care	☐	$_____
l	Extraction (including local anesthesia and post-operative care), single tooth	☐	$_____

43 What was **your** 1987 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

		Net Income
a	Your primary practice?	$_____
b	Your secondary practice (if applicable)?	$_____
c	Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$_____

44 In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1987 (annual billing)? $_____

45 What percentage of the **gross receipts** were received: (If none, enter zero.)

		Gross Receipts
a	As direct patient payment?	_____%
b	As payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	_____%
c	As direct payment from private insurance carriers?	_____%
d	From other sources of payment? Please specify _____	_____%
	Total	**100%**

46 During 1987, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

47 For each item below, what were the **total professional expenses** for the **entire primary practice** during 1987? (If no expenses were incurred for specific items, please enter zero.)

		Expenses
a	Yearly rent	$_____
b	Yearly mortgage (including interest)	$_____
c	Total salaries, wages and commissions of non-dentist employees	$_____
d	Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$_____
e	Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$_____
f	Employee benefits of personnel, not included in salaries, (e.g., insurance, pensions, etc.)	$_____
g	General office supplies	$_____
h	Dental supplies	$_____
i	Commercial dental laboratory charges	$_____
j	Advertising expenses	$_____
k	Annual depreciation costs of dental and office equipment	$_____
l	Taxes on business and business property	$_____
m	Repairs of dental or office equipment	$_____
n	Insurance related to dental office (liability, fire, etc.)	$_____
o	Legal and professional fees	$_____
p	Professional liability (malpractice insurance)	$_____
q	Interest on business indebtedness (excluding mortgage)	$_____
r	Drugs	$_____
s	Utilities (telephone, electricity, etc.)	$_____
t	Professional expenses (travel to meetings, society dues, etc.)	$_____
u	Bad debts	$_____
v	Other, please specify _____	$_____
w	**Total Professional Expenses**	$_____

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.